

## Message Text

UNCLASSIFIED

PAGE 01 STATE 145169  
ORIGIN ARA-14

INFO OCT-01 ISO-00 AID-05 SIG-03 EB-08 COME-00 ABF-01  
OMB-01 TRSE-00 /033 R

DRAFTED BY USOAS:NTSHAFT  
APPROVED BY USOAS:IGTRAGEN  
LAC/DP:JMKRULFELD (DRAFT)  
ARA/AND:VGRAHAM (SUBS)  
USOAS:MDION

-----113729 081418Z /53

R 081309Z JUN 78  
FM SECSTATE WASHDC  
TO AMEMBASSY BOGOTA  
INFO ALL AMERICAN REPUBLIC DIPLOMATIC POSTS  
XMT AMEMBASSY GEORGETOWN  
AMEMBASSY NASSAU NASSAU

UNCLAS STATE 145169

E.O. 11652: N.A.

TAGS: OAS, EGEN, CO

SUBJECT: INTER-AMERICAN EXPORT PROMOTION CENTER

REF: 77 STATE 301713

1. THE OAS SECRETARIAT HAS PRODUCED THE "IN-DEPTH STUDY OF EXPORTPROMOTION ACTIVITIES" CALLED FOR LAST DECEMBER (REFTEL).FORPRESENTATIONTOTHE FORTHCOMING GENERAL ASSEMBLY. IN PREPARING THE REPORT, IT RECEIVED ADVICE FROM THE EXPORT PROMOTION DIRECTORS OF CHILE, THE DOMINICAN REPUBLIC, AND GUATEMALA, WHOSE RAUL TEJADA WAS PARTICULARLY HELPFUL. JAMAICA'S EXPORT PROMOTION DIRECTOR WAS UNABLE TO ACCEPT AN INVITATION TO WASHINGTON TO CONSULT.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 145169

2. THE NEW STUDY, IN CONTRAST TO LAST YEAR'S BOTERO-HELLER REPORT ON THE INTER-AMERICAN EXPORT PROMOTION CENTER (CIPE), CONCLUDES THAT THERE DOES EXIST A NEED FOR EXPORT PROMOTION ASSISTANCE IN LATIN AMERICA. IT DESCRIBES THE TYPES OF ASSISTANCE THAT MIGHT BE OFFERED, AND SUGGESTS THE OPTIONS OF REVITALIZING CIPE, CREATING A NEW

EXPORT PROMOTION INSTITUTE TO REPLACE CIPE, OR INCLUDING AN OAS EXPORT PROMOTION PROGRAM WITHIN THE REGULAR ECONOMIC ASSISTANCE SECTION OF THE SECRETARIAT, THAT IS,

WITHOUT HANDLING IT THROUGH A SEPARATE FUND TO WHICH GOVERNMENTS MAKE SPECIFIC CONTRIBUTIONS. OF COURSE A FOURTH OPTION IS TO DISCONTINUE OAS EXPORT PROMOTION ACTIVITY.

3. OUR OBJECTIVE IS TO HAVE THE GENERAL ASSEMBLY FORMALLY TERMINATE CIPE. THE CIPE STAFF AND OPERATIONS IN BOGOTA ARE CURRENTLY SKELETAL, THE ECUADOREAN EXECUTIVE DIRECTOR HAS LEFT THE SCENE AND A SWEDE ON LOAN FROM THE INTERNATIONAL TRADE ORGANIZATION IS IN CHARGE. ONE COUNTRY--ARGENTINA--HAS STATED THAT IT WILL MAKE NO MORE CONTRIBUTIONS TO CIPE, AND SEVERAL OTHERS SEEM TO HAVE MADE THE SAME DECISION QUIETLY. COLOMBIA'S DEPUTY AMBASSADOR TO THE OAS CAMACHO REPORTS THAT THE GOC IS RESIGNED TO THE DEMISE OF CIPE. IN SHORT, THERE IS NO KNOWN SUPPORT FOR CONTINUING CIPE; WHAT WE HOPE TO AVOID IS THE USUAL OAS TENDENCY TO REFER THE SUBJECT FROM THE GENERAL ASSEMBLY TO A SUBORDINATE BODY FOR FURTHER CONSIDERATION, THUS PROLONGING CIPE'S AGONY--AND EXPENDITURES--TO NO PURPOSE.

4. IF OTHER MEMBERS OPT TO CONTINUE OAS EXPORT PROMOTION ACTIVITY, WE ARE PREPARED TO SUPPORT THE IDEA AND TO CONSIDER DIVERTING UNUSED U.S. FUNDS PLEDGED FOR CIPE TO THE UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 145169

NEW PROGRAM. NO ONE, SO FAR AS WE KNOW, WANTS TO CREATE AN INDEPENDENT INSTITUTE TO REPLACE CIPE. IF THE GENERAL ASSEMBLY DECIDES THAT THE OAS SHOULD CONTINUE EXPORT PROMOTION ASSISTANCE, WE EXPECT IT TO REFER DECISIONS ON PROGRAM DETAILS TO THE IA-ECOSOC.

5. EMBASSY CONFIRMATION THAT THE COG IS PREPARED TO SEE CIPE TERMINATED WOULD BE WELCOME. VANCE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, STUDIES, TRADE ASSISTANCE  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 08 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE145169  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** NTSHAFT  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780239-0922  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780681/aaaacrhu.tel  
**Line Count:** 102  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 191c408f-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 301713  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2436037  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INTER-AMERICAN EXPORT PROMOTION CENTER  
**TAGS:** EGEN, CO, XL, XM, OAS  
**To:** BOGOTA  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/191c408f-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014